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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, November 3, 2011 at 9:00 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA
(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – October 6, 2011
- 3.0 Unfinished Business
 - 3.1 Review Draft of Course Evaluations – Ms. DeMolen and Ms. Woerner
 - 3.2 Continued Discussion Regarding Correspondence Received from Denise Tatman, DAR
 - 3.3 Continued Discussion Regarding Revising the Pre-Licensing Course
 - 3.4 Review Previously Tabled Course Provider Applications
 - 3.4.1 Association of Realtors School
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Riale
 - 4.2 Review of Letters of Intent and Course Evaluations
 - 4.3 Review of Course Provider Applications
 - 4.3.1 Course Provider: McKissock, LP

4.3.1.1 Course Title: Short Sales
Credit Hours: 3.0

4.3.1.2 Course Title: Real Estate Ethics and Standards of Professional Conduct
Credit Hours: 3.0

4.3.1.3 Course Title: Fair Housing
Credit Hours: 3.0

4.3.2 Course Provider: Long and Foster Institute of Real Estate

4.3.2.1 Course Title: Short Sales – Advanced Class
Credit Hours: 6.0

4.3.3 Course Provider: The Commercial Real Estate School of Tristate Realtors Commercial Alliance

4.3.3.1 Course Title: Legal Updates in Commercial Real Estate
Credit Hours: 3.0

4.3.4 Course Provider: Paul Davis Restoration Inc.

4.3.4.1 Course Title: Smoke and Odor Damage Mitigation
Credit Hours: 3.0

4.3.4.2 Course Title: Fire Damage Mitigation
Credit Hours: 3.0

4.3.4.3 Course Title: Lead Safety
Credit Hours: 2.0

4.3.5 Course Provider: Sussex County Association of Realtors

4.3.5.1 Course Title: Train the Trainer
Credit Hours: 3.0

4.3.5.2 Course Title: How to Create your Powerful Online Marketing Strategy
Credit Hours: 3.0

*4.3.6 Course Provider: Kent County School of Real Estate

4.3.6.1 Course Title: Environmental Issues and the Real Estate Transaction
Credit Hours: 3.0

4.4 Review of Instructor Applications

4.4.1 Richard Heller

Continuing Education: Professional Enhancement: Tax Issues In Commercial Real Estate Investments

4.4.2 Susan Davis

Continuing Education: Professional Enhancement: Fair Housing

4.4.3 Richard McKissock

Continuing Education: Professional Enhancement: Real Estate Ethics and Standards of Professional Conduct, Short Sales

4.4.4 James Waggoner

Continuing Education: Legislative Update, Salesperson Core Course, Broker Core Course, Delaware Real Estate Commission Property Management Course, Professional Enhancement: NAR Ethics, Fair Housing Law, Rental Agents Road to Success I, Rental Agents Road to Success II, Real Property, Long Term/Short Term Rentals, Short Sales: An Overview, GRI 101, 201, 301, 401, 501, 601, Anti-Trust Law, Ethics, Risk Reduction, Law Statutes & Contracts

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Mathematics

Broker's Course: Brokerage (Sales Management), Real Estate Documents, Valuing Real Property, Financing, Ethics, Real Estate Investments, Mathematics

4.4.5 Amy Chorew

Continuing Education: Professional Enhancement: Complete Automation- Staying Connected with Today's Consumer, How to Create your Powerful Online Marketing Strategy

4.4.6 Andrew Miller

Continuing Education: Professional Enhancement: Legal Updates in Commercial Real Estate

*4.5 Review 2012 Proposed 2012 Meeting Dates

*4.6 Review Student Requests for Approval of Educational Activity

4.6.1 Student Name: Charles Brown
 Activity Title: Basic Appraisal Principles
 Credits Hours: 9

*4.7 Review Request from Shirley Kalvinsky Regarding Instructor Approval of the "Train the Trainer" Course

*4.8 Review of Continuing Education Guidelines

5.0 Correspondence

*5.1 Review Correspondence from TracyLee Elmore (SCAOR) & Paula Castiglione (Women's Council of Realtors) Regarding Out-of-State Instructor Approval for the "Train the Trainer" Course

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – December 1, 2011

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.